

Message Text

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PAGE 01 KUWAIT 00669 090634Z

12

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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R 090610Z FEB 76

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 4667

UNCLAS KUWAIT 0669

E.O. 11652: N/A

TAGS: BEXP KU

SUBJECT: MAJOR PROJECTS/TRADE OPPORTUNITIES/LANGUAGE LABS

REF: STATE 19715

1. FOLLOWING INFO OBTAINED IN RESPONSE TO REFTEL. ADDITIONAL INFO WILL BE TRANSMITTED AS IT BECOMES AVAILABLE. FIRST TENDER LISTED IN PARA 1 OF REFTEL AWARDED TO AL-HUMEIDI CO, FOR KD 7000 ON EACH OF EIGHT LABS. (1KD EQUALS US \$3.50) REMAINING THREE TENDERS CANCELLED BUT WILL BE RETENDERED ACCORDING TO LOCAL SOURCE. WE NOT RPT NOT AWARE ANY BIDDERS DISQUALIFIED.

2. EMBASSY OPINION IS THAT KUWAIT DOES NOT RPT NOT HAVE FAVORED SOURCE OF SUPPLY BUT SELECTS COMPANIES BASED ON USUAL FACTORS OF QUALITY EQUIPMENT AND PRICE. WE UNDERSTAND COMPETITION FROM EUROPEAN COMPANIES VERY KEEN. KUWAIT HAS AMBITIOUS SCHOOL BUILDING PROGRAM WHICH COUPLED WITH NEW UNIVERSITY CAMPUS AND STRONG POSSIBILITY OF SEVERAL NEW VOCATIONAL PROGRAMS WOULD MEAN GOOD MARKET FOR IMMEDIATE FUTURE.

3. FYI POST CURRENTLY INVOLVED IN TRADE COMPLAINT WHERE MINISTRY OF EDUCATION HAS REJECTED U.S. EQUIPMENT BECAUSE IT ALLEGEDLY FAILED TO MEET SPECIFICATIONS. U.S. FIRM HAS COLLECTED ON LC BUT PAYMENT TO KUWAITI FIRM BLOCKED BY GOK. WE WORKING TO SETTLE THIS THROUGH NORMAL TRADE COMPLAINT CHANNELS BUT IT OBVIOUSLY DOES U.S. INTERESTS LITTLE GOOD IN SMALL KUWAITI MARKET WHERE THESE PROBLEMS ARE WELL-DISCUSSED AND LONG REMEMBERED. END FYI.

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